



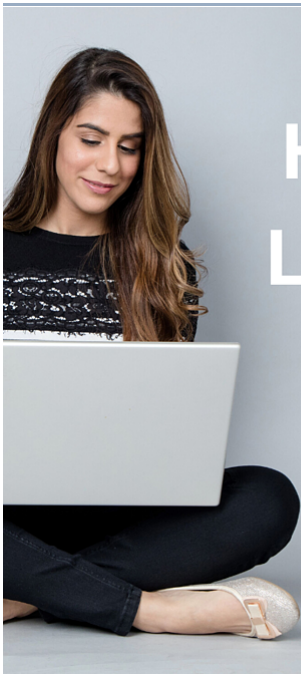
Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

Education Corner

Join Bay East and C.A.R. Deputy Chief Economist, Jordan Levine, to learn how data impacts real estate and how you can utilize that information to drive your business during [Insider LIVE - Turn Economic Mumbo Jumbo into Real Estate Insights](#) this Monday, June 1 at 10am.

Do you want to retire from real estate? Or do you want to maintain an income stream and ensure your clients are well cared for? Learn more about succession planning in NAR's [The Golden Handoff - Tips on Succession Planning](#) webinar.

If you have any questions or class requests, please feel free to email Pamela Thompson, Bay East Education Director, at pamelat@bayeast.org or simply reply to this email.



HOW TO DO A VIRTUAL LISTING PRESENTATION

Wednesday, June 3 | 1-2pm
Virtual Class
Instructor: Carl Medford



[COVID-19 Alternative Loan Options](#)

June 1 | 10-11am | Virtual Class

Alternative loan program update: With the current pandemic, the conventional mortgage guidelines are tightening. Join instructor, Andrew Liu to examine the available mortgage options on the market.

[How to Become a Virtual Marketing Expert](#)

June 8 | 11am-12pm | Virtual Class

Learn about new virtual tools and how you can transition to the new virtual real estate world with virtual open houses, 3D tours, 360 tours, and more. Tim Denbo will share what top producers are doing and how successful agents are adapting.





[Find Out How to Value Your Real Estate Brokerage](#)

June 4 | 1-2pm | Virtual Class

Instructor Brad Clayton of Real Estate Black Ops will show you the importance of valuing your real estate business and how you can realize your business' optimal value.



C.A.R. FREE 45-Hour Subsequent License Renewal

BROKER FIRST TIME & ALL LICENSEE SUBSEQUENT RENEWAL

Virtual Class Schedule

Monday

June 1

10-11am - [COVID-19 Alternative Loan Options](#)

Tuesday

June 2

1:30-2:30pm - [The Basics of Paragon](#)

Wednesday

June 3

1-2pm - [How to Do a Virtual Listing Presentation](#)

Thursday

June 4

10am-12pm - [CBA: Income Property Analysis](#)

12:30-2:30pm - [CBA: Income Property Analysis & Comparison](#)

Friday

June 5

9:30-10:30am - [zipLogix™ Digital Ink 2.0](#)

10am-12pm - [CBA: Introduction to Commercial Leasing
Part A](#)

[View upcoming webinars and class statuses on our website.](#)



Bay East Association of REALTORS®

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